I'm interested

Iberia C&I Solar Sales Manager (1-Year Contract)

GoodWe

Spain (TX) On-site

USD 81,000 - 127,000 Full time

3 days ago

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Job summary

GoodWe is seeking a Sales Manager for Iberia (C&I) to drive project and channel sales across Spain and Portugal. You will lead strategic initiatives, build and manage EPC/IPP partnerships, and expand distributer networks to grow market share in C&I and C&I storage sectors.
You will report to the Spain Country Manager, collaborating with marketing and product teams to ensure competitive offerings and strong customer alignment.

Qualifications

- Proven experience in Project Sales within the Iberia solar/PV industry.
- Proven experience in Channel Sales within the solar/PV industry, with knowledge of distribution networks and partnerships.
- Strong negotiation and interpersonal skills with a track record of high-value partnerships.

Responsibilities

- Develop and execute a strategic sales plan for the Iberia region targeting EPCs, multipliers, IPPs and distributors.
- Cultivate new partners and manage relationships with EPC/IPP companies and large installers.
- Maintain a robust channel pipeline and regularly meet revenue targets.
- Collaborate with marketing and product teams to align portfolio with customer needs and pricing strategies.
- Represent GoodWe at industry events and drive market presence in Iberia across C&I and C&I storage.
- Provide ongoing support and training to partners to ensure alignment with objectives.
- Analyze market trends, forecast performance, and adjust strategies to sustain growth.

Skills

Project Sales Iberia | Channel Sales Solar PV | Negotiation | English proficiency | Spanish native

Education

Electrical engineering or related

Job description

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Daniel Fischer

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Inside Energy Sales Specialist – Iberia (Hospitality/MDU)

Copeland Climate Technologies Spain S.A. • Spain (TX)

Hybrid USD 46,000 - 69,000 Flexible benefits

Parental leave & vacation Career growth opportunities

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Remote Sales Manager, C&I PV+BESS Turnkey Projects

Canadian Solar Inc. • Town of Texas (WI)

Remote USD 105,000 - 140,000

14 days+

Strategic BD Manager – EU Solar & Energy Storage

EcoFlow • Germany (OH)

Hybrid USD 80,000 - 120,000

Competitive salary package Commission and car allowance

Flexible working arrangements +1

14 days+

Iberia Territory Growth Lead - Cloud Networking & NaaS

Megaport • Spain (TX)

On-site USD 81,000 - 127,000 Remote-first culture

Generous leave plans Wellness allowance +2

2 days ago Be an early applicant

Business Development Manager - C&I

EcoFlow • Germany (OH)

Hybrid USD 80,000 - 120,000

Competitive salary package Commission and car allowance

Flexible working arrangements +1

14 days+

Senior Sales Manager BESS & PV - C&I (Germany)

LONGi Solar • Germany (OH)

On-site USD 80,000 - 116,000

Career development opportunities

Inclusive work environment

14 days+

Sales Manager BESS & PV - C&I (BeNeLux)

LONGi Solar • Netherlands (MO)

On-site USD 92,000 - 116,000

Diversity and inclusivity in the workplace

Career development opportunities

14 days+

Iberia Strategic Enterprise SaaS Sales Director

Cresta • Spain (TX)

On-site USD 127,000 - 312,000 Medical coverage

Flexible PTO Parental leave +2

2 days ago Be an early applicant

Iberia Territory Manager – NaaS & Cloud Networking

Megaport • United States

Remote AUD 147,000 - 213,000 Remote-first culture

Parental leave Wellness allowance +2

6 days ago Be an early applicant

Technical Sales Engineer

GoodWe • Town of Florida (NY)

Hybrid USD 70,000 - 90,000

Competitive salary + bonus Vehicle/travel reimbursement

Remote flexibility with regional travel +1

14 days+

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